

Message Text

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PAGE 01 STATE 197019

16

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NEA/ARP: GLUMSDEN (PHONE)

COM/BIC/OIFI:DGORDON (INFO)

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R 032153Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

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E.O. 11652: N/A

TAGS: ETRD, TC

SUBJ: OPPORTUNITY FOR KAISER ENGINEERS IN DUBAI

REF: ABU DHABI 1356

1. DEPARTMENT APPRECIATES EMBASSY MOTIVATING
PROMINENT UAE FIRMS TOWARD U.S. PRODUCTS AND COMPANIES.
WE RECOGNIZE THE IMPORTANCE OF CLOSE WORKING RELATIONSHIPS
BETWEEN U.S. FIRMS AND PROMINENT UAE FIRMS IN TERMS
OF PROJECT WORK IN YOUR AREA.
2. CONTACTED KAISER MANAGEMENT TO DISCUSS THE OPPORTUNITIES
OUTLINED IN REFERENCED CABLE.
3. KAISER HAS A HIGH REGARD FOR AHMED MAJED AL-GHURAIR
AND SONS AND RECOGNIZES THE POTENTIAL FOR FUTURE WORK THAT A
RELATIONSHIP WITH THE DUBAI FIRM COULD FOSTER. THEY HAVE
INDICATED TO AL-GHURAIRS THEIR WILLINGNESS TO PARTICIPATE
IN THE DUBAI NATIONAL CEMENT PROJECT AS WELL AS THEIR

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INTEREST IN DISCUSSING FUTURE WORK AS IT ARISES.

4. UNDERSTAND THAT MR. JOHN SULZBACH WILL RETURN TO KAISER HEADQUARTERS ON OCTOBER 3 AND AT THAT TIME IT IS ANTICIPATED MANAGEMENT WILL DISCUSS KAISER'S POSITION REGARDING A JOINT VENTURE WITH THE AL-GHURAIR FIRM.

5. WILL KEEP EMBASSY APPRISED OF KAISER'S POSITION AS IT DEVELOPS. REQUEST EMBASSY KEEP US INFORMED OF ANY DEVELOPMENTS IN UAE.
DECONTROLLED FOLLOWING 10/3/74.
RUSH

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